

1. What is **proximity**?

2. How does proximity increase “liking”?

3. What is the **mere exposure effect**?

4. How does this relate to *prejudice*?

5. After proximity, what is the next greatest influence on “liking/attraction”?

6. How can physical attractiveness affect our perceptions of others?

7. What factors are “*universally attractive*” across cultures?

8. Give an example from our mass-media advertising that exploits this:

9. In what ways does *similarity* affect attraction?

10. How does the *reward theory of attraction* tie it all together?

11. Define **passionate love**.

12. How does *arousal* factor into attraction?

13. What is **compassionate love**?

14. How is it different than passionate love?

15. What is **equity**?

16. What is **self-disclosure**?

17. Define **altruism**.

18. According to Darley and Latane, *when do we decide to help*?

19. What is the **bystander effect**?

20. What factors are likely to inspire us to help?

21. Define the **social exchange theory**.

22. What is the **reciprocity norm**?

23. What is the **social responsibility norm**?

24. Define **conflict**.

25. Define **social trap**.

26. How can understanding the **mirror-image perception** tendency help us relate to those we may be in conflict with?

27. Define a **superordinate goal**.

28. How can this be *applied* to an interracial classroom?

29. In what ways could we use the **GRIT Strategy** to help conflicting students (or others) get along?